

AGS Finland Trade Mission May 28th-June 3rd, 2023**List of participating companies****1 Agilis Capital Holdings Limited T/A Agilis Energy**

Agilis Capital Holdings Limited T/A Agilis Energy, a full-service renewable energy business offering comprehensive SMART solutions to address Zambia's energy challenges by ensuring that anyone, anywhere at any given time has access to affordable power. We provide solar energy power solution to both grid-tied and off-grid retail and commercial customers through hardware sales, installation, and remote energy monitoring systems.

Looking for opportunities for knowledge transfer that I can bring back to Zambia and to partner with Finnish businesses keen on extending their business reach to Zambia"

2 Book Hut Limited

Recycling of paper products into moulded fiber and new paper for corrugated packaging. We would like to diversify into PET recycling for bottle to bottle. We currently make egg trays and test liner and fluting in Zambia from waste paper. We have our own fleet of vehicles to collect waste and would like to diversify into PET recycling as there is an abundance of PET in Zambia which is not being processed locally.

We would like to access funding for the set up of a new PET recycling plant in Zambia. We would also like to gain knowledge of all the possibilities of the PET sector and how to add value to waste PET and produce good quality products from waste. We would like to diversify into the recycling of PET and would like to partner with Finnish companies to transfer knowledge in this industry and provide funding for a new plant setup.

3 COMACO

Community Markets for Conservation (COMACO) is a social enterprise founded in Zambia by Dale Lewis to address the declining food and income security, deforestation, and wildlife depletion in rural areas. The business commits to making conservation profitable, while the farmer commits to sustainable farming practices and abandoning poaching and wasteful tree cutting. Over 253,000 farmers are active members of COMACO, covering over 11.5M hectares of communal land. The majority of these farmers were previously at risk of hunger, malnutrition, and poverty-level incomes without the necessary skills and markets to improve their socioeconomic situation. Today, 86% are food secure, income levels have more than tripled, farmer cooperatives exist to support farmer needs and help enforce community conservation plans, and rates of tree loss and wildlife poaching in most areas are declining. COMACO has established 68 Community Forest Management Areas covering 1.6million ha of forest land, patrolled by teams of COMACO-trained community forest guards. COMACO has also piloted a Carbon project, estimating the quantity of CO₂ that would not be released into the atmosphere as a result of avoided deforestation and carbon retention from sustainable agricultural practices. In 2022, it underwent its third verification, with 883,068 tCO₂-e (equivalent carbon credits) and transferred \$US 3.2million (55% of the carbon revenues) to the

participating 9 chiefdom communities for the sale of these credits. COMACO is currently working to expand the carbon project to serve communities across the Luangwa Valley and connect fragmented forests to aid in rebuilding the elephant population.

To continue making a positive impact on communities across its areas of operations, COMACO is seeking donors and partnerships. Such partnerships could provide funding, technical expertise, carbon credit markets, and other resources to support COMACO's expansion plans. The organization requires technical and financial support to implement the expansion program, including developing automated systems for data collection, analysis, and carbon accounting systems based on accepted Standards and Methodologies. This is crucial to ensuring accurate, transparent, and recognized data collection, analysis, and carbon accounting, which can streamline operations and improve efficiency.

4 Conduit Solutions Limited

Conduit Solutions Limited is a company set up to provide eco- friendly solutions across a multitude of sectors with the overall aim of sustainable development and profitability. The vision spans from green energy, waste management and reduction, sustainable fashion, sustainable agriculture, green construction and consultancy. The company utilises the UN Sustainable Development Goals as goal post to ensure our business activities also have sustainable development as by product. Conduit Solutions Limited currently has a distributor agreement with BioRock, an eco-friendly waste management solution.

Additionally Conduit has a sustainable fashion brand called Alkebella, a fashion and lifestyle e-commerce website/ brand whose purpose is to provide a digital marketplace for local vendors selling thrift, repurposed clothing and conscious fashion/ lifestyle products. The Alkebella Brand has 3 main clothing types, 2 of which are centered on the circular economy. Millions of tonnes of clothing are dumped in landfills annually. Alkebella sells thrift clothing as well as our repurposed line that we call Alkebella Reimagined. This line uses second hand garments to create clothing that is relevant to current trends.

The BioRock Waste Management system is a sewage management alternative to the current septic tanks being used in Zambia in areas that are not connected to the municipal sewage systems. The system is a biological based system whose output is water purified to 99%."

Looking at networking with people in the textile sector as well as in the textile recycling/repurposing industry to create partnerships that will lead to sustainable development of the this fashion sector, increased sustainability and profitability.

5 Earthcheck investment Ltd

Earthcheck Investments Limited have since their commencement of operations in 2020 been working on growing their market share within the limits of the City of Lusaka with collection points. We are currently processing through an average of 60MT of PET waste per month and they now seek through external investment funding to grow this throughput to 300MT per month (But crushed PET bottle flakes and not baled PET). In obtaining an overview of this sub-sector we interacted with the major introducers of PET waste into the market, the beverage manufacturers in Lusaka. We also interacted with the local authorities handling waste management in Lusaka and as well as EIL competitors and off-takers both in South Africa and locally .

PET bottles which serve as the main material harvested by EIL is introduced into the market through various beverages that are consumed by the general public.

6 Entomo Farm

Our solution is to turn food waste into a sustainable, organic and inexpensive livestock feed and fertilizer for small and medium scale chicken, fish and pig farmers by farming the black soldier fly for its larvae. Our products and services currently include a protein rich feed base, dried larvae and a subscription to manage farmers manure waste on site. As we grow, we will look into oil extraction and processing of frass for use cooking and heating.

Particular interest for us is how to incorporate waste to energy through the use of black soldier fly oil for biofuel and frass for briquettes and other waste products like manure for the benefit of rural and peri urban materials

7 Kunowa Essential Oils limited

Processing of life health organic essential oils derived from indigenous fruits and plants into cosmetics products.

Looking for market linkages and partnerships with companies that are looking for chemical free products such as ours as they help to combat skin cancer, pigmentation and hair loss.

8 Mirely Natures Soap

Our all-natural products are plant-based, beneficial for all skin types, hand-crafted, and non-toxic. Our cold process bar soaps are made in small batches allowing us to maintain the best quality. We make skin care products from soaps to lotions and candles that are safe for the people and the environment.

Looking for opportunities to learn more and share ideas to improve in our products and business. The demand for raw materials is increasing, while the raw materials themselves are rapidly decreasing. This also creates more and more waste. With a circular economy, we are less dependent on scarce raw materials. And fewer raw materials are needed to make circular products. Ultimately, this also results in less waste.

9 Mupapa Wood Limited

Mupapa Wood Limited is Zambia female-owned and managed wood processing facility in a male-dominated sector. We produce high quality timber products from indigenous trees (hardwood) such as teak, Rosewood and Mukwa (*Pterocarpus angolensis*). Secondary products are household furniture (beds, tables dining suites, coffee table, shelves, chest of drawers, dressing tables, doors, partitioning, wooden decks, flooring and wood accessories)

The company expects that it will have suppliers for the identifying technology gaps (technology transfer) and skills. It also expects funding opportunities for business expansion. The company is looking for improved technologies in wood processing with minimum waste, machinery for better

value addition, product development and design. Partnership will include investment (joint ventures) and training of current craft employees in state of the art and cutting edge technologies.

10 Olibul Investment Limited

Solwezi “ZERO WASTE HUB” (circular economy) initiative.

- 1) Waste/used heavy engine oil to base oil and new lubricant: API Group I standard SN150, SN250, SN300 base oils, could be used to produce many types of lubricants. Light fuel oil (salable as furnace oil), Residual (salable as furnace oil or crude asphalt)
- 2) Waste rubber & plastic pyrolysis to gasoline, diesel and steel wires: Euro-5 diesel and gasoline for commercial use. Heavy fuel (looped as furnace oil), Char Residual (used to blend with asphalt for road construction)
- 3) 4 tpd anti-freeze and 1-200L container packages manufacturing: Machine Anti-freeze (coolant), 5L containers, 20L containers and 200L drum. Residue plastic to be re-palletized.

Looking for partners in petroleum and organic research organisations.

11 Plastpave Zambia

Plastpave Zambia is a woman led plastic recycling venture based in Chilanga , Lusaka. Our core business involves collecting waste plastic from landfills and waste collectors including local companies which is then recycled into eco friendly and sustainable products that can be used for fencing, paving and gardening. We manufacture fencing poles, garden stakes/ poles , pavers , flower pots and multi purpose boards. Our other services include installation services and plastic waste management. We have also started training women and kids in various plastic crafts to upcycle waste plastic , glass and old used tyres that can be made into artifacts and garden furniture and hence reduce reusable waste from ending up at the landfill .

I look forward to see how communities, municipalities and private companies can forge partnerships to receive, process, recycle and utilise waste in an innovative manner.

The opportunities and partnerships identified are as follows: 1. Knowledge on Separation of general waste into different types such as fiber, Plastic, metal and organic waste that can be recycled or processed further into other products. 2. Energy generation from waste such as wood and plastic using latest technology utilised in the separation. 3. Production of soil and decontamination of soil from compost waste products. 4. Production of biogas from compostible waste as an alternative to LPG. 5. Reduction of nuisance such as odours, rats etc. Using the latest monitoring system. 6. Production of biodegradable food packaging for fast food restaurant and air travel meals.

12 Separation At Source Limited

Separation At Source Limited is involved in upstream separation and collection of segregated waste streams for recycling purposes. The business acts as a market linkage between waste

producers(homes, offices, malls, hotels etc) and waste processors (companies that use segregated waste as a raw material in the industrial production of goods). The services provided by the business includes recycling set up, onsite separation of waste (paper, plastics, steel and aluminium cans, organic waste) and collection of recyclables.

Looking for partnerships: 1. Networking and sharing notes with companies and institutions working within the recycling space. 2. Learn some innovative ideas used by companies working in the recycling space. 3. Possibly partner with institutions that are working within the sector and industry for possible technology transfer and win - win working relations. We have identified and very keen to learn more and partner with Finnish companies involved in waste to energy, organic waste and glass recycling, running material recovery facilities, and using innovative methods to recover materials from waste.

13 Tandem Circular Consulting Limited

Tandem provides Circular Economy research, insights and advice for the private sector. We also support private sector to operate more sustainably, through incubation, piloting, scale up and development of sustainable projects and businesses in areas of waste, water and renewable energy.

Looking to identify Finnish companies that are interested in expanding operations, products or services to Zambia and supporting their establishment along with Zambian partners. Waste recovery and separation methodologies and technology, waste to energy, biowaste to biofertiliser conversion, production of inputs for fertiliser from waste streams, new recycling technologies e.g. glass, plastics, fabrics, tyres.

14 Tight Metals Zambia Limited

Circular Economy, Business Development Services, Mining and Construction. Providing solutions to the mining sector companies in Zambia, e.g. an innovation for treatment of industrial hazardous process and wastewater and mining wastewaters containing soluble metals.

Looking at representation or collaboration with companies that have products and technologies they would like to offer to the mining companies in Zambia or DR Congo. Additionally, we will also learn how we can further collaborate with other companies in the Circular Economy space in Finland.

15 Queen of Chitenge Fashion Ltd

Queen of Chitenge Fashion Limited (aka QCFL) is a reputed and reliable manufacturer of designer hand spun and handwoven fabrics, clothing, workwear, protective (PPE (Personal Protective Equipment) solutions and uniforms, genuine leather goods and articles under the QC Clothing brand. Founded in 2018, QCFL (now public limited company since 2021) leads Zambia's aspirations to achieve sustainable and green goals by becoming a leading designer garment manufacturing and globally recognized protective wear destination offering and adhering to international quality and safety standards. Our company has emerged as a compliant and customer-focused organization that

contributes to social development and reputed for adopting and following eco-friendly globally accepted practices. Queen of Chitenge Fashion Ltd is a member of the Zambia Association of Manufacturers (ZAM) and Zambia Leather Industries Association (ZALIA). Our business is also certified and authorised to use the 'Proudly Zambia' campaign logo.

We are committed to minimizing our environmental footprint and promoting sustainable practices. We have implemented various initiatives to reduce waste, energy consumption, and greenhouse gas emissions. These include using eco-friendly fabrics and packaging, promoting recycling and reducing waste, and investing in energy-efficient technology. For example, the company sources sustainable materials and fabrics that can be easily recycled or repurposed. QCFL also designs products that are durable and can be repaired, which extends their lifecycle and reduces waste.

Looking for opportunities, partnerships, investors in sustainable fashion and circular economy. 1. Sustainable fashion: Learn about new sustainable materials and production techniques. 2. Circular design: circular design principles, which could be beneficial for QCFL's product development. 3. Green business practices: learn about new green business practices and sustainability initiatives that could be implemented by QCFL. 4. Supply chain management: learn circular supply chain management and how companies can reduce waste and increase efficiency throughout the supply chain. 5. Learn on recycling of textile waste. 6. Site visit to any of these company Lovia, Globe Hope, Infinited Fibre Company and Pure Waste Textiles 7. Funding in sustainable fashion and recycling of textile waste